

"WINNIPEG, February 13th, 1899.

"Mr. B. Gordon, Victoria, B. C.

"DEAR SIR,—Answering your favour of the 8th instant, which we received this a.m., in which you have asked us to obtain, in the interest of the Fruit Growers of your Province, some information in connection with the Oregon and California fruit trade.

"As you suggest, we have had a personal interview with Mr. Scott, of the McPherson Fruit Co., and obtained from him a full and concise explanation regarding the experience of his firm in the past. We cannot do better, in giving the result of our interview with him, than a numerical answer in accordance with the numbers as per your letter.

"1. Oregon Plums cost 78c. per crate of four small boxes.

"2. California Plums cost \$1.00 per crate of four small boxes.

"3. Oregon Pears, \$1.10, in 50-lb. box, this size being preferable to 25.

"4. California Pears, \$1.50, 50-lb. box.

"5. Cherries, \$1.00, in 10 boxes.

"6. Strawberries, in crates of 24 quarts, average price per case, \$2.00.

"7. Crab Apples, \$1.15 to \$1.40 per 50-lb. box.

"The style of box recommended for strawberries is that adopted by the Hood River Association of Oregon, the crates containing 24 each.

"The prices above given are all less 10 per cent. delivered here, and at which prices the fruit growers of Oregon have been perfectly satisfied with.

"In addition to the information as to cost and style of package herein given, we presume that we should give you exactly the opinion expressed with regard to British Columbia fruit by Mr. Scott, and the experience of his firm in the past years and which, we might add, is fully endorsed by others in the fruit trade, whom we have also had a personal interview with.

"British Columbia fruit, berries, etc., in the past have been most unsatisfactory, arriving in bad condition by express; most unprofitable for the wholesale trade, and equally unsatisfactory to the retailers. Evidently the fruit has been shipped in bad condition, and not such as will, on arrival here, hold over for a day. In which case the retailer has absolutely no chance or possibility of placing it in the hands of the consumer in condition fit for table use. Whereas, in the case of Oregon fruit, the shippers have been most careful to send it forward in such shape that it will hold with perfect safety after arrival here, in cold storage, for several days, thus enabling the wholesaler, in the first instance, to dispose of it at a profit, and also giving the retailer an opportunity of disposing of it to the consumer gradually and in perfect condition, affording him also a profit. We might also add that the opinion is pretty general here that the variety of strawberry grown in British Columbia is not of a description which can be safely expressed any distance. The trade, however, are unanimous that, for spot consumption, the flavour of British Columbia fruit cannot be surpassed; but that, if it is ever the intention of growers to secure a share of the trade of outside places at any distance, they will require to grow a variety different to those they are at present growing, which, as we have stated, is all that can be desired for home consumption, but totally unfit for shipment.

"We might also mention that upon asking the wholesale trade here if their remarks and opinions referred to the entire fruit-growing people of your Province, we were told it did; but that one of your growers had, after an opportunity had been given him to inspect the fruit after its arrival here, evidently taken in the situation, acknowledged the desirability of changing the crop, and has now, we understand, got several acres under way. The party referred to is Mr. Harris, of Salmon Arm, B. C. In corroboration of the facts of the case, as we have endeavoured to give them to you, *verbatim et literatim*, we might, in conclusion, just say that the general opinion here among the fruit trade, and as very plainly expressed by Mr. Scott, is, that if Mr. Cunningham, the Inspector of Fruit in your Province, were here on the arrival of the very best lot that was sent forward in the past, he would have dumped nine-tenths of it into the Red River.

"With regard to your inquiry as to whether, in the event of your securing this business, we could handle it through our office here, what our opinion is as to the commission we should be paid, you yourself would be a better judge as to that; and upon your arriving at a decision as to the amount that in your opinion we should have, you will, we are sure, bear in mind that it is a business which will require a great deal more attention, labour, etc., from its perishable character, than almost any other commodity in the mercantile list.

"Yours truly,

(Signed) "BUCHANAN & GORDON."

Moved 1
That cla
"undertake t
Mr. And

Moved 1
That in
be reduced to

Moved 1
That cla
Moved 1
That the
discharged.

Moved 1
That C.

Moved 1
That H.

Carried.
Moved 1
That W.

Carried.
Moved 1
That the

Committee.
On motio

In accor
T. Bassford, o
shipping, icin

The follo

"To the Exec
The Fru

"I beg to
of giving prac

"The fru
"I would

sorting and gr
is a subject we
above all thin

"Owing t
hard to obtain

"I was r
carload of pl
programme, ov

"If I mig
clear of all gra
fruit, while in
the ground be
full sway.